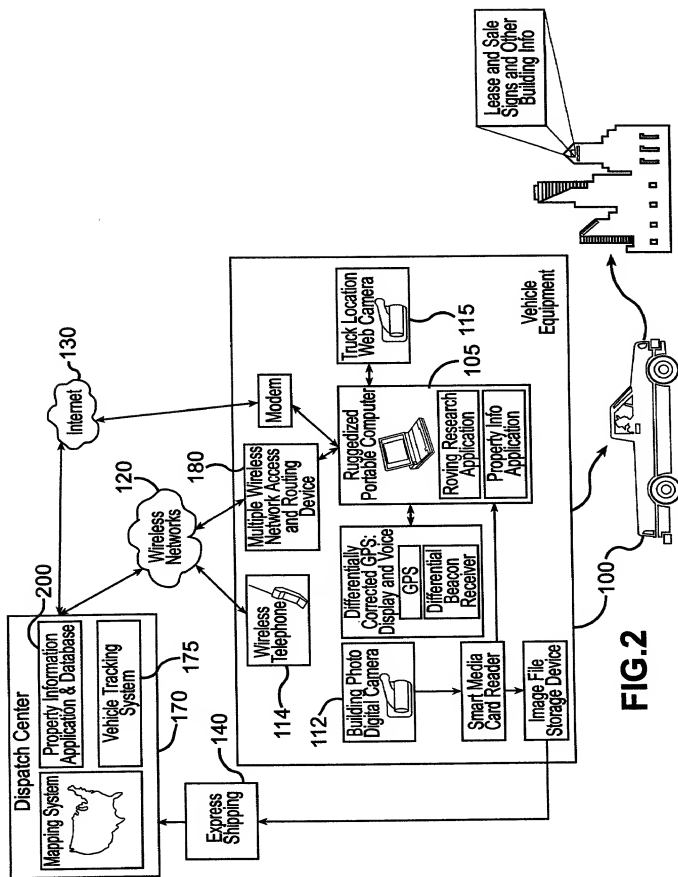


FIG.1



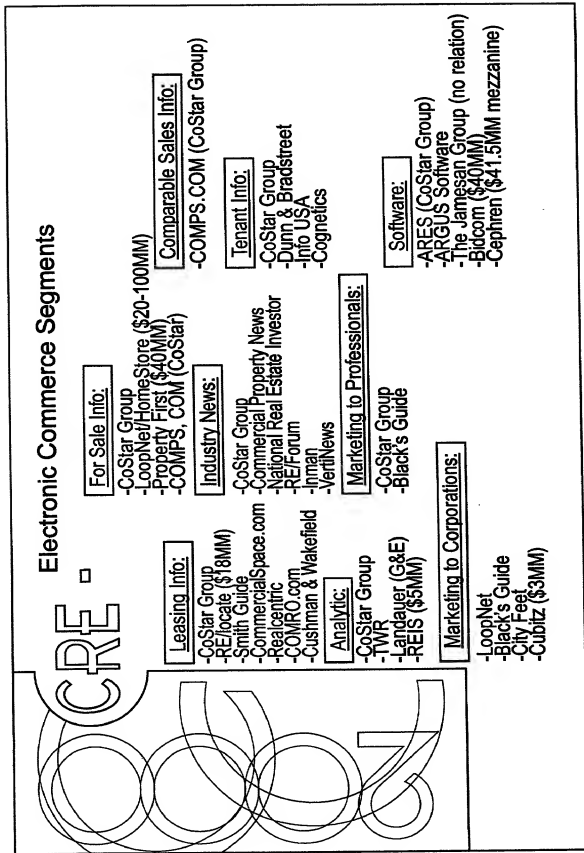


FIG.3

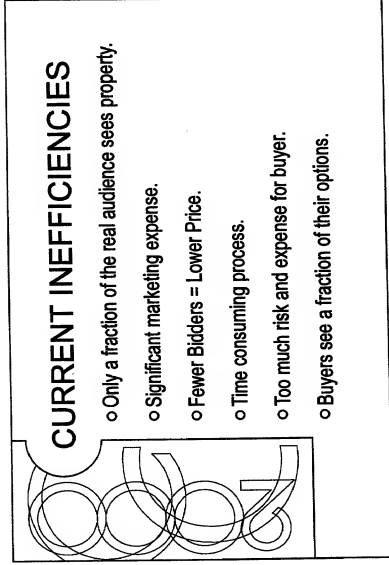


FIG.4

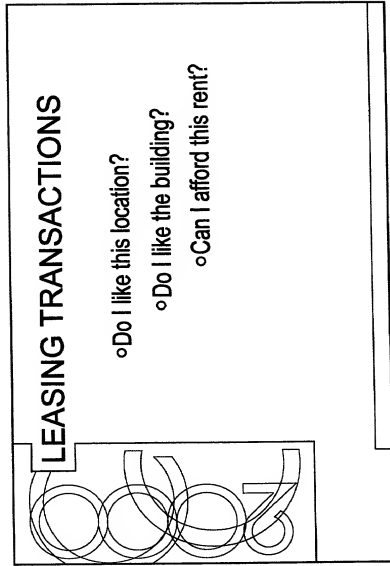


FIG.5

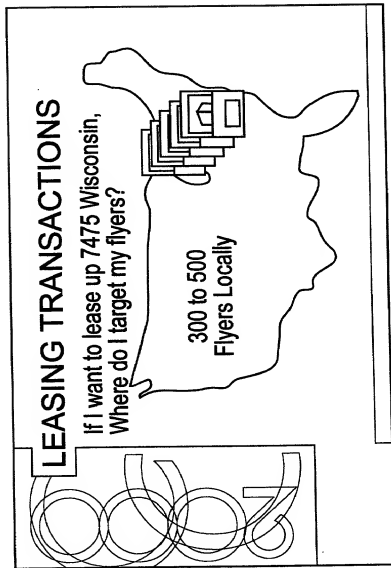


FIG.7

INVESTMENT SALES

- Is this the right type of property?
- Do we invest in properties in this area?
 - Is this building leased up enough?
- When do the tenants' leases expire?
 - Are these good credit tenants?
- Does this building have enough income?
 - When these tenants lease roll will I get good rents?
 - Does this market have a low vacancy rate such that I can re-lease quickly?
- When I have to re-lease, who will my competitors be?
- Based on other sales in this area is this a fair price?
- What multiple of revenues are other buildings selling for?
- Can I get reasonable financing for this property?
 - Will you accept an offer of \$35 million?
- Will you accept these legal terms of sale?
- Did my engineers find structural or environmental flaws?

FIG.8

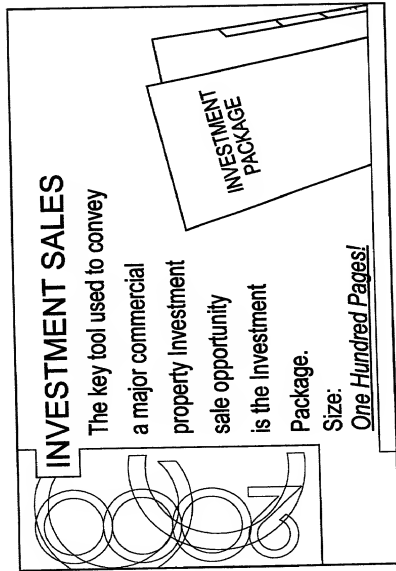


FIG.9

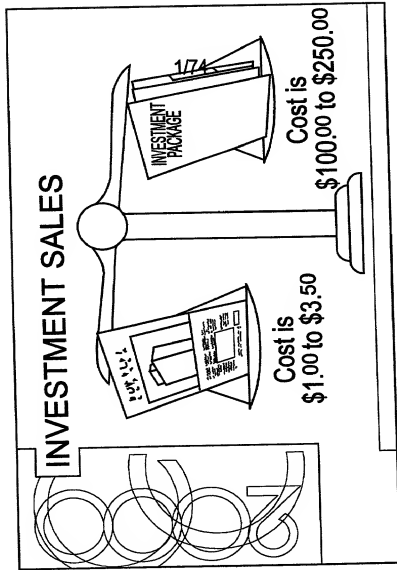


FIG.10

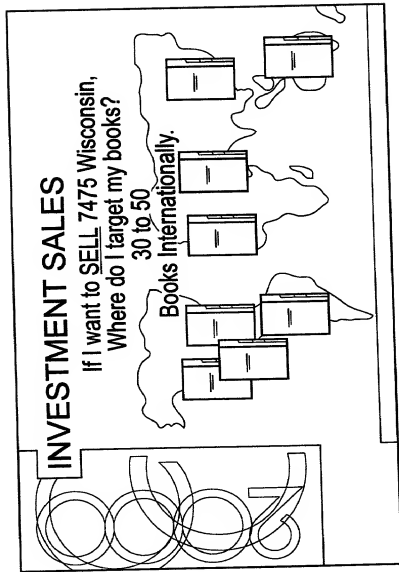


FIG.11

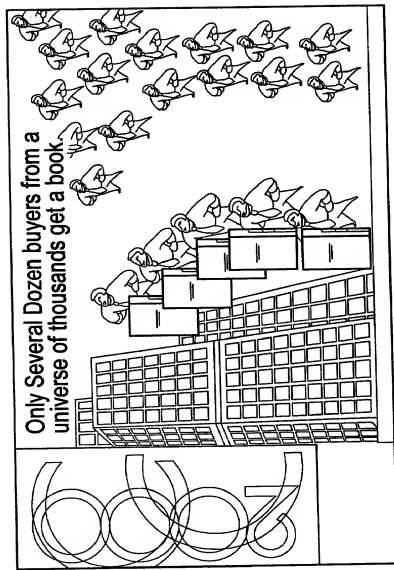


FIG.12

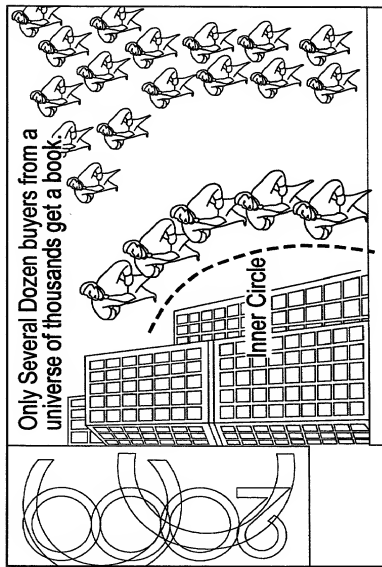


FIG.13

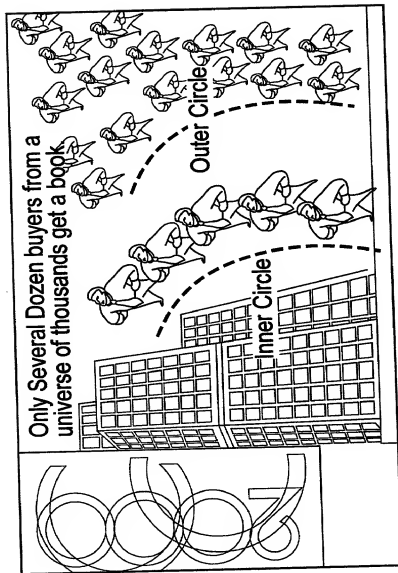


FIG.14

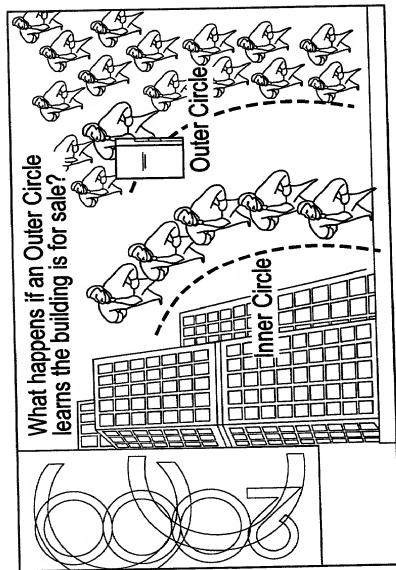


FIG.15

Section Two:	Property Description	
Section Three:	Market Overview	
	-Fairfax County	
	-Tysons Corner	
Section Four:	Competitive Leasing Analysis	
	-Location map	
	-Table of projects	
	-Project summary sheets	
	-Lease Comparables for the Concourse	
Section Five:	Comparable Sales	
	-Location map (with key)	
	-Table of projects	
	-Project summary sheets	
Section Six:	Tenancy	
	-Rent Roll	
	-Stacking Plans (East & West Towers)	
Section Seven:	Financial Analysis	
	-Cash Flow Proforma	
	-Assumptions	
	-Lease-up Currently Vacant Space	
	= Supplied by the Seller!	

FIG.16

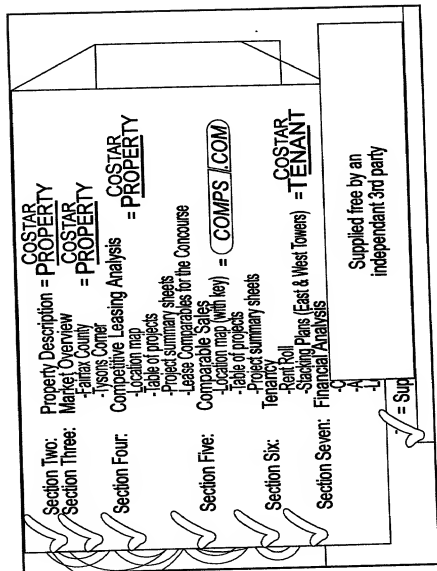


FIG.17

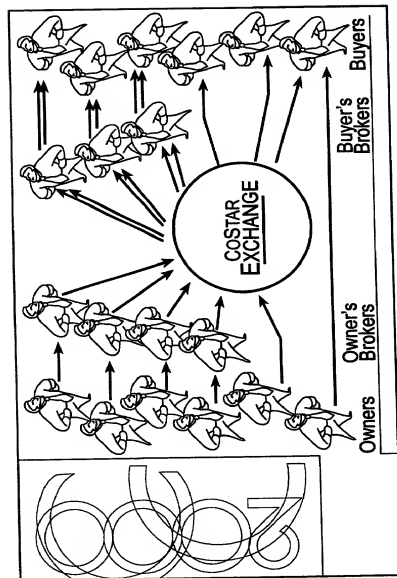


FIG.18

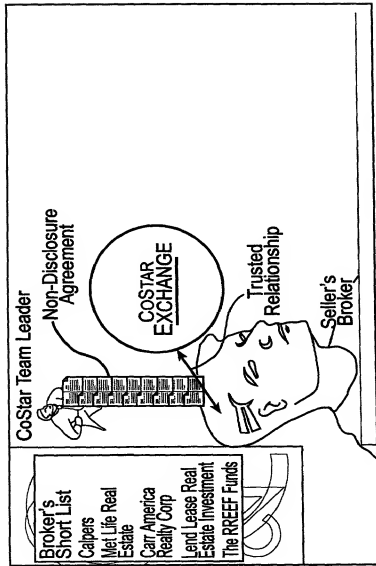


FIG.19

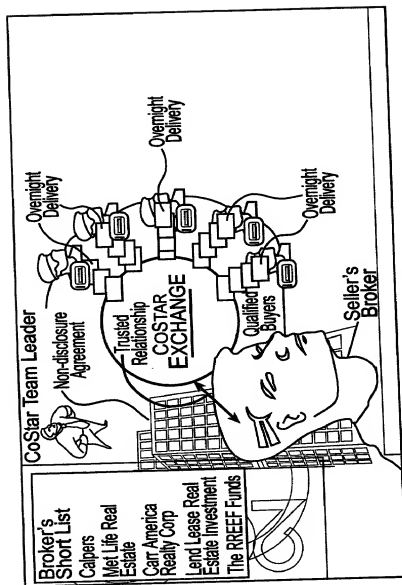


FIG.20

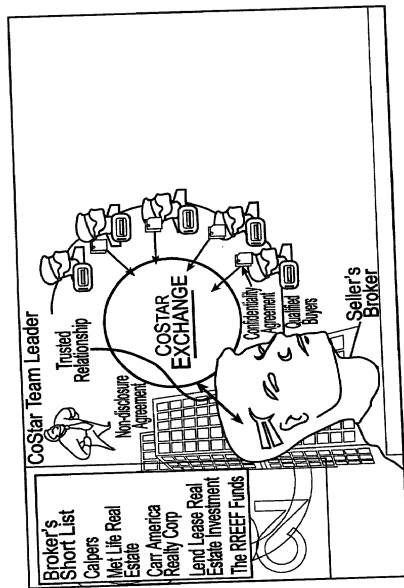


FIG.21

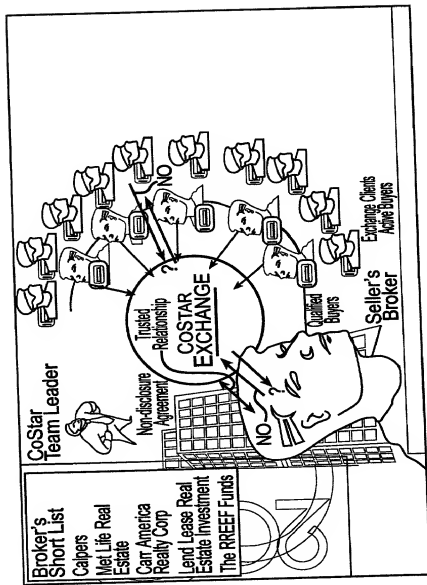


FIG.22

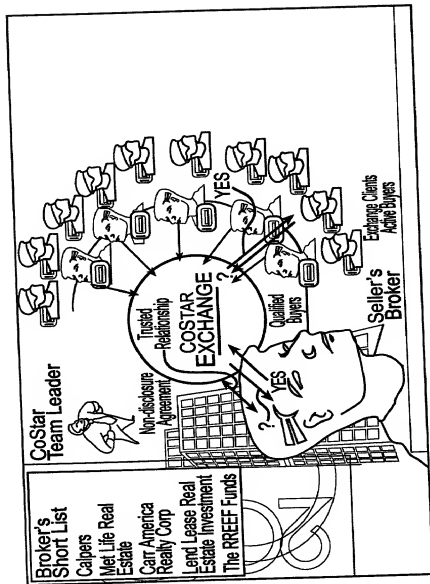


FIG.23

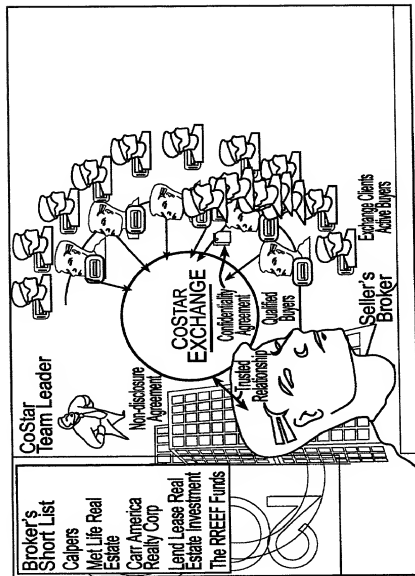


FIG.24

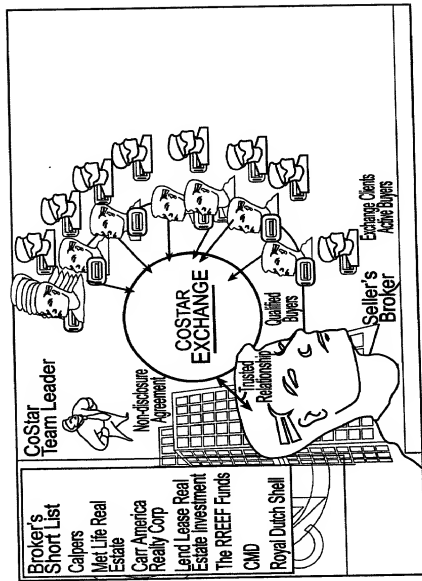


FIG.25

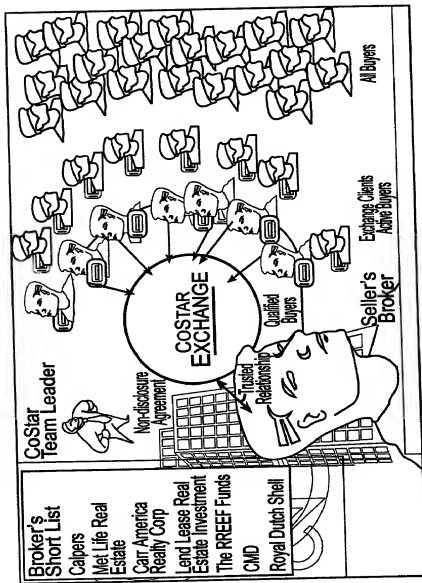


FIG.26

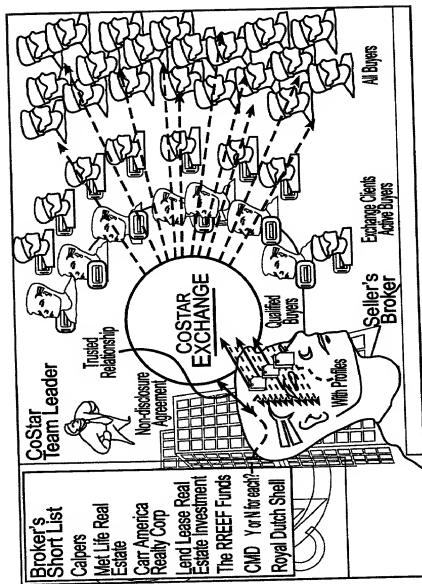


FIG.27

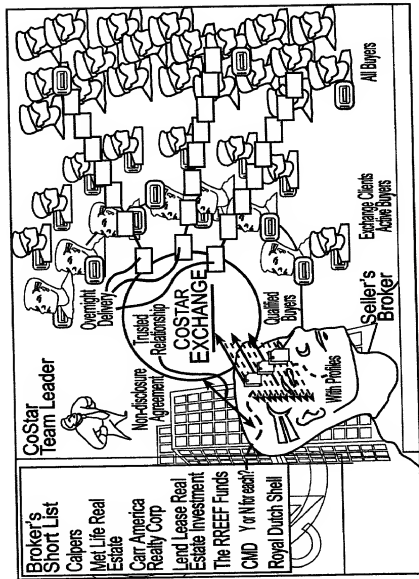


FIG.28

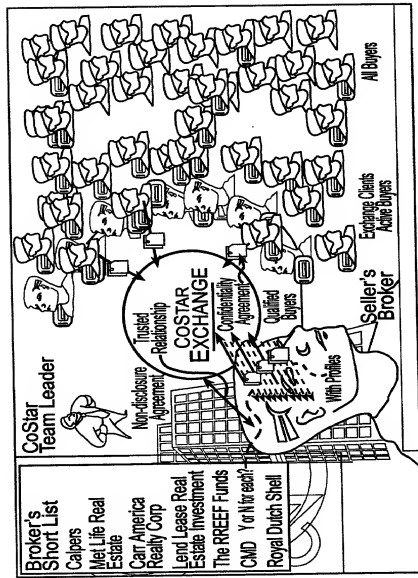


FIG.29

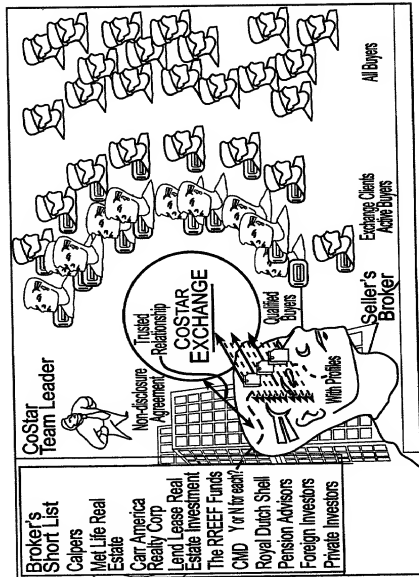
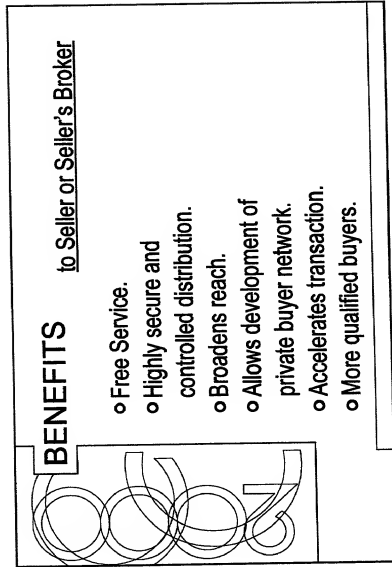


FIG.30

**FIG.31**

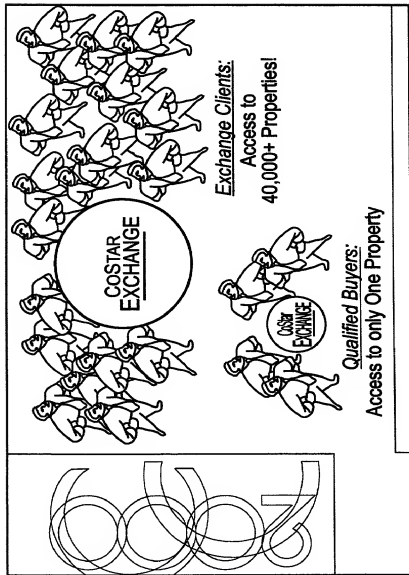
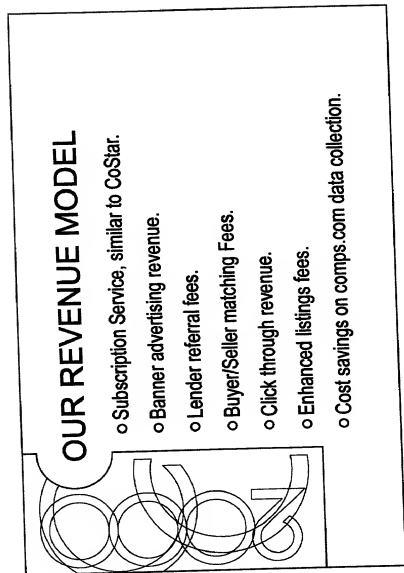


FIG.32

**FIG.33**

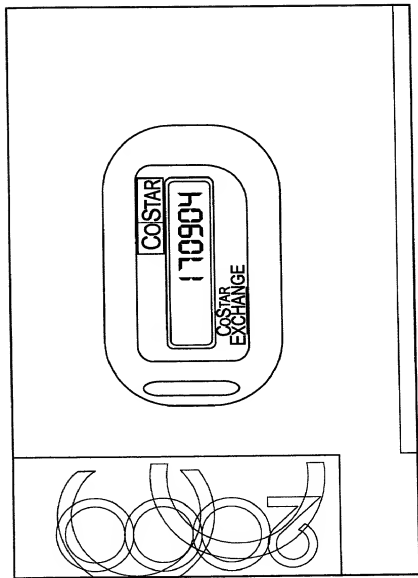


FIG. 34

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit RealGuide Links

Address <http://www.costargroup.com/show/main/home6/default6.htm> Go

COSTAR GROUP

For Sale For Lease Tenants Sale Comps
Welcome to CoStar Exchange

100

News
Market Trends
Events
Products
Company Info
Stockholders
Support
Contact Us
Employment
Site Map

106

COSTAR EXCHANGE

\$30.6 Billion
Commercial & Investment
Sale Properties

Lookup Property Search Database Add Listing

Saved searches, alerts, subscription membership, professional profile, demo, FAQ, Confidential listings, buyer/seller match, forms & contracts help

108

Exchange is truly an industry breakthrough - with 39,417 detailed listings - integrated into the widest range of on-line services ever offered. Never before has the commercial real estate market had such capability in searching, sorting, reporting, tracking and underwriting - for so many properties.

Top News Monday, December 28, 1999

Money Centric

by Mark Heschmeyer

Forget real estate, these days REITs are making serious money in the telecom business. Some of the nation's largest property owners have been cashing in at the stock market by making targeted, pre-IPO investments in the relatively new proliferation of building-based providers of broadband communications services to businesses. Go to full story...

Regional

Franklin Court Sold for \$115 Million

Boardroom

Where Are We Growing?

REIT

Shopping Center REITs Join Forces

Top Events

1/12/00 DC CCIM Annual Forecast

FIG.35

<input type="checkbox"/> Saved search list • Microsoft Internet Explorer <input type="checkbox"/> File <input type="checkbox"/> Edit <input type="checkbox"/> View <input type="checkbox"/> Favorite <input type="checkbox"/> Tools <input type="checkbox"/> Help		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
COSTAR EXCHANGE		<input type="checkbox"/> Done <input type="checkbox"/> Internet	
Saved Searches Listed are searches that you previously saved. To view the results, click the Search Description. You can change the Notification for a search by clicking it's current status.		<input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>	
Lookup	Description	Created	Notification?
New Search			
Saved Searches	Saved Search 1 Office for M. Smith	01/02/99 06:01:26 PM	YES
Add Listing	Saved Search 2 Office in VA for Rob Jones	01/02/99 08:23:22 PM	YES
Alerts	Saved Search 3 Industrial for Mike	01/03/99 11:54:48 AM	NO
Profile	Saved Search 4 Industrial in DC	01/03/99 02:45:51 PM	NO
Buyer Match	Saved Search 5 Hotels for sale in NW region	01/03/99 03:12:43 PM	YES
Forms/Contracts	Saved Search 6 Vacant lots on east coast	01/05/99 01:28:23 PM	YES
Demo	Saved Search 7 Office, DC, MD, & VA	01/05/99 06:31:30 PM	YES
FAQ	<input type="checkbox"/> Back to Results List		
Help			

FIG.36

FIG. 37

Professional Profile - Microsoft Internet Explorer
File Edit View Favorite Tools Help

COSTAR EXCHANGE

Lookup

New Search

Saved Searches

Add Listing

Alerts

Profile

Buyer Match

Forms/Contracts

Demo

FAQ


Help

Professional Profile

Your Professional Profile will help us customize your interactive experience on this site. Please fill it out completely. Enter any information you believe helps us to accurately reflect your professional background in commercial real estate.

All information is confidential. Your profile will be shared only with your approval when you request Property Listing Information or submit capabilities identification. Please read [privacy policy](#) for more details.

Thank You.



First Name:

Last Name:

Title:

Company:

E-mail Address:

Telephone:

Fax:

Address 1:

Address 2:

City:

State:

Zip:

Principal: ☒

Broker: ☐

Other CRE Professional: ☐

Memberships:

Property Interest: ☐ Office ☐ Industrial ☐ Multi-Family ☐ Hospitality ☐ Retail ☐ Land ☐ Other

Location Interests:

Transaction Range (\$): to

Purchase Structure: ☒ Leveraged ☐ Cash

Transaction History: Please summarize up to 10 key transactions you have been involved in during the past two years. Include for each: property value, type, city and closing date(s).
(e.g. \$4,500,000 Office, LA, 3/99)

I'm interested in: ☐ Subscription Membership ☐ Listing Properties in Exchange ☐ Banner Advertising

Done Internet

FIG.38

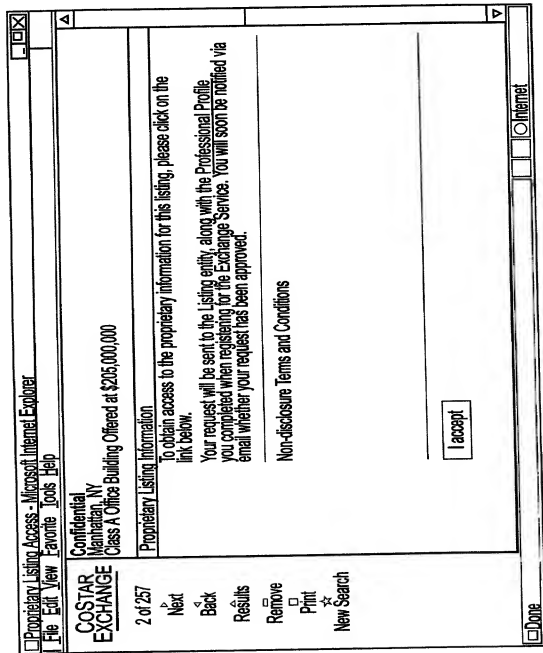


FIG.39

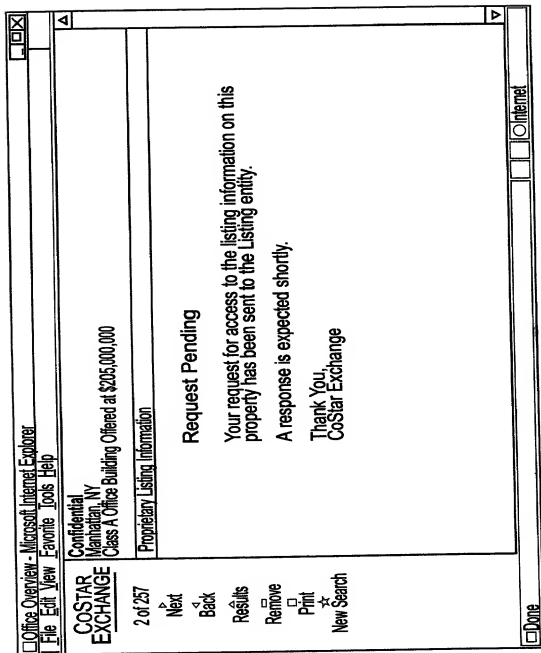


FIG.40

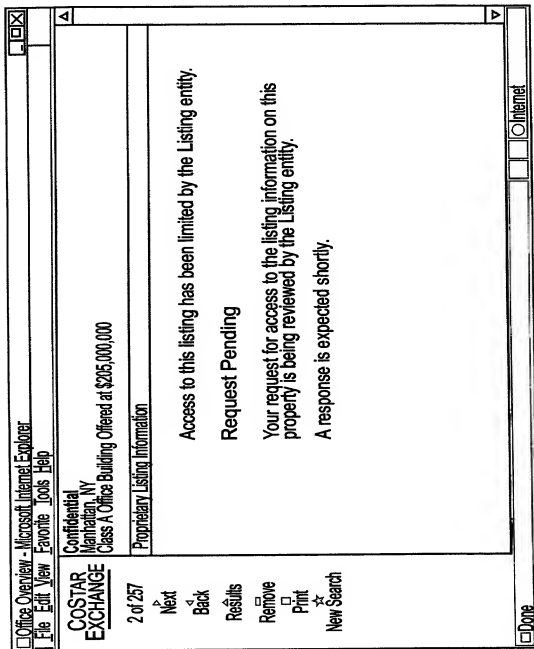


FIG.41

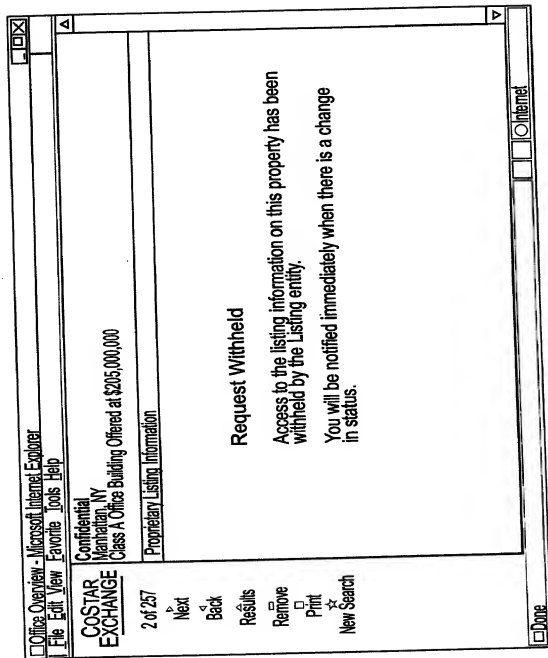


FIG.42



<input type="checkbox"/> CoStar Exchange Homepage - Microsoft Internet Explorer <input type="button" value="File"/> <input type="button" value="Edit"/> <input type="button" value="View"/> <input type="button" value="Favorite"/> <input type="button" value="Tools"/> <input type="button" value="Help"/>		<input type="button" value="Done"/> <input type="button" value="Internet"/>	
<div> <div> <input type="button" value="LookUp"/> </div> <div> <input type="button" value="Search"/> </div> <div> <input type="button" value="Saved Searches"/> </div> <div> <input type="button" value="Add Listing"/> </div> <div> <input type="button" value="Alerts"/> </div> <div> <input type="button" value="Profile"/> </div> <div> <input type="button" value="Buyer Match"/> </div> <div> <input type="button" value="Forms/Contracts"/> </div> <div> <input type="button" value="Demo"/> </div> <div> <input type="button" value="FAQ"/> </div> <div> <input type="button" value="Help"/> </div> </div>			
<div> <div>  </div> <div> <input type="text"/> </div> </div>		<div> <div>  </div> <div> <input type="text" value="Alabama"/> </div> </div>	
<div> <div> <input type="button" value="Property Look Up"/> </div> <div> <input type="text"/> </div> </div>		<div> <div> <input type="text"/> </div> <div> <input type="text"/> </div> </div>	
<div> <div> <input type="text"/> </div> <div> <input type="text"/> </div> </div>		<div> <div> <input type="text"/> </div> <div> <input type="text"/> </div> </div>	

FIG. 43

**COSTAR
EXCHANGE**

Property Look Up Results List

Exchange Home

Print Results

New Lookup

Address	City	St	Pic	SF Size	Price/S	Cap	Type
1287 Central Park Plz	O'Fallon	IL	\$12,500,000	141,28	\$8		Retail
501 S. Lavelle Park Pl	Los Angeles	CA	\$2,200,000	88,649	\$7		Office
1630 Park 10 Pl	Houston	TX	\$3,071,200	131,712	\$6	11.00	Office
8701 Park Place Blvd	Houston	TX	\$5,000,000	149,00	\$3		Indust
1530 Park 10 Pl	Houston	TX	\$3,878,650	68,394	\$7	8.00	Office
60 Park Pl	Long Beach	CA	\$2,200,000	75,000	\$4		Indust
571 Parkway Plaza Blvd	Charlotte	NC	\$2,550,000	25,000	\$111		Office
639 Park Pl	Lodi	CA	\$875,000	28,000	\$31		Indust
1975 Park Pl N	Atlanta	GA	\$600,000	10,352	\$52		Office
1671 Park Place	Green Oak Two	MI	\$625,000	11,400	\$54		Indust
1350 Park Pl N	Atlanta	GA	\$750,000	6,000	\$7		Office
1021 Park Pl	Kissimmee	FL	\$500,000	2,000	\$140		Land
1132 Monier Park Pl	Wilmington	DE	\$279,000	2,000	\$5		Office
46 Park Pl	Rancho Cordova	CA	\$250,000	5,000	\$5		Indust
11338 Monier Park Pl	Branford	CT	\$225,000	3,750	\$5		Land
1801 Park Court Pl	Rancho Cordova	CA	\$213,75	13,400	\$		Indust
Park Plaza Dr	Santa Ana	CA	\$107,20				Land
Cherry Park Dr @ Cooper...	Carmus	CA					Land
Park Plaza Dr	Houston	TX					Land
	Carmus	CA					Land

FIG.44

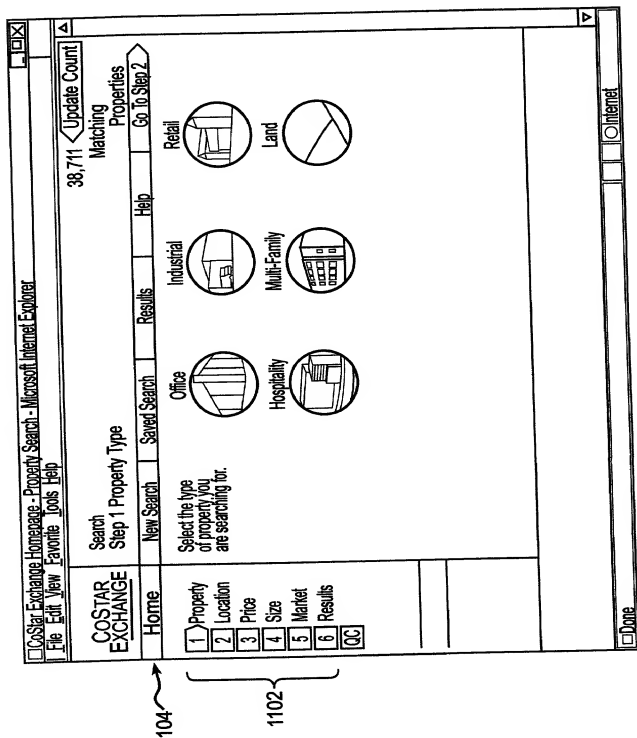


FIG.45

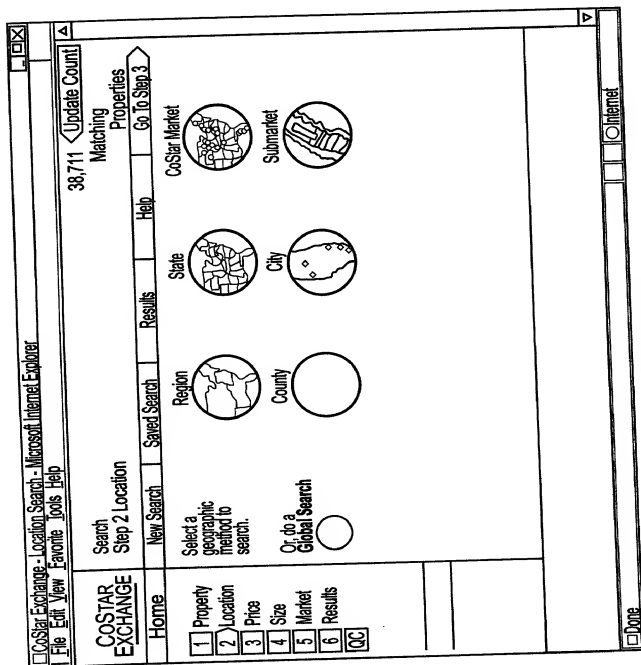


FIG.46

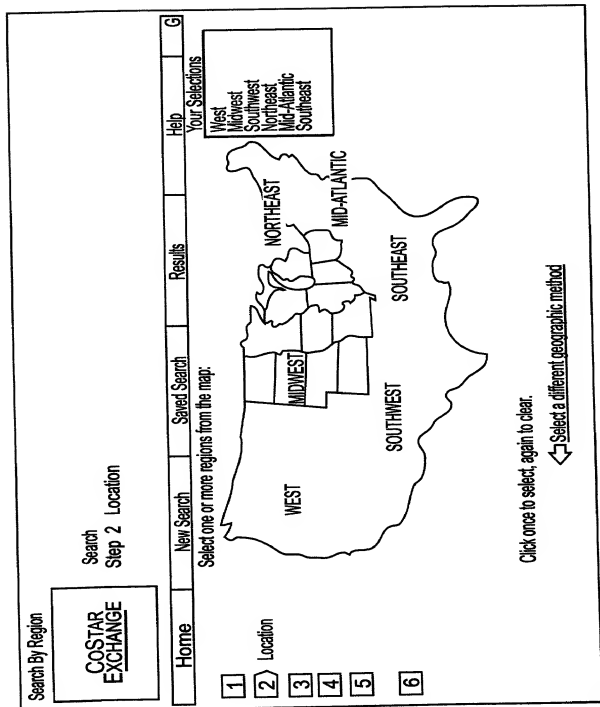


FIG.47

Internet Explorer - http://208.205.185.21/Exchange/Query/Search/PriceOffice.asp - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

Search Step 3 Price

38,711 < Update Count

Matching Properties

Go To Step 4

Home New Search Saved Search Results Help

Specify the financial condition of your search. You can choose both high and low ranges or just one condition.

(Key Indicators)

1 Property
2 Location
3 Price
4 Size
5 Market
6 Results
QC

Sale Price \$ To
Price/SF \$ To
Cap Rate % To

Annual Income Values
Gross Income \$ To
Net Operating Income \$ To
Pre Tax Cash Flow \$ To

Financing
Down Payment \$ To
Loan Amount \$ To
Loan Payment \$ To

Assessed Values
Assessed Land Value \$ To
Assessed Improvement \$ To
Total Assessed Value \$ To
Ratio of Land/Improvements % To
Asking Price/Assessed Value % To

● Annual ○ Monthly

● Total ○ Per SF
● Total ○ Per SF
● Total ○ Per SF

Done Internet

FIG.48

CoStar Exchange - Size Search - Microsoft Internet Explorer

File Edit View Favorites Tools Help

38,711 < Update Count

COSTAR EXCHANGE

Search Step 4 Size

Matching Properties

Home New Search Saved Search Results Help Go To Step 5

Specify the size and features you want CoStar Exchange to find.

1 Property

2 Location

3 Price

4 Size

5 Market

6 Results

QC

Size

Total Rentable Space SF To

Typical Floor Size SF To

Stories To

Characteristics

Year Built To

Year Built or Renovated To

Total Available SF To

Percent Leased To %

Asking Rental Rates/SF \$ To

Building Class

Use

Occupancy

Occupancy

Building Status

Flex Buildings

Company

Listing Brokerage Company

Done Internet

FIG.49

CoStar Exchange - Market Search - Microsoft Internet Explorer

File Edit View Favorite Tools Help

38,711 < Update Count

COSTAR EXCHANGE Search Step 4 Size Matching Properties

Home New Search Saved Search Results Help Get Results

Specify the market conditions you want CoStar Exchange to find.

Vacancy & Absorption

Vacancy Rate	In Region		To		%
	In Submarket		To		%
Point Increase Last 12 Months	In Region		To		
	In Submarket		To		
Point Decrease Last 12 Months	In Region		To		
	In Submarket		To		
12 Months Gross Absorption	In Region		To		SF
	In Submarket		To		SF
12 Months Net Absorption	In Region		To		SF
	In Submarket		To		SF

Asking Rental Rates/SF

☒ Annual ☐ Monthly

In Region	\$		To	
In Submarket	\$		To	

Inventory Ratios

Ratio of Net Absorption/Inventory	In Region		To	
	In Submarket		To	
Ratio of Gross Absorption/Inv	In Region		To	
	In Submarket		To	
Ratio of Under Construction/Inv	In Region		To	
	In Submarket		To	

Inventory

Total Building Inventory SF	In Region		To	
	In Submarket		To	
Average Building Size SF	In Region		To	
	In Submarket		To	
Number of Buildings	In Region		To	
	In Submarket		To	
Under Construction SF	In Region		To	
	In Submarket		To	

☐ Done ☐ Internet

FIG.50

CoStar Exchange - Search Results - Microsoft Internet Explorer
 File Edit View Favorite Tools Help

COSTAR EXCHANGE

Home New Search Save Search Add Property Remove Property View Details

Your Search Results
 More than 250 properties found

Address	City	SI	Price	SF Size	Price/SF	Cap	Class
1355 Peachtree St NE	Atlanta	GA	\$7,000,000	344,974	\$20		A
1600 Murphy Ave SW	Atlanta	GA	\$2,000,000	1,100,000	\$18	5.00	C
1775 The Exchange SE	Atlanta	GA	\$2,400,000	2,994.08	\$79	8.00	B
1775 Howell Mill Rd NW	Atlanta	GA	\$10,000,000	21,000	\$476		B
19250 Shiloh Rd	Alpharetta	GA	\$8,200,000	71,844	\$115		B
15801 Peachtree Dunwo...	Atlanta	GA	\$5,500,000	44,241	\$124		B
1400 Peachtree St NE	Atlanta	GA	\$5,300,000	22,601	\$234		B
1300 Peachtree St NE	Atlanta	GA	\$4,975,000	42,000	\$118		B
200 Peachtree St NE	Atlanta	GA	\$7,500,000	88,000	\$85		B
1775 Water Pl SE	Atlanta	GA	\$7,500,000	15,000	\$500		C
1439 Peachtree St NE	Atlanta	GA	\$2,400,000	38,400	\$62		C
1700 North C	Atlanta	GA	\$3,800,000	41,777	\$90		B
133 Luckie St NW	Atlanta	GA	\$3,400,000	47,000	\$72		B

Too many records were selected.
 Only first 250 records are shown.

Done Internet

FIG.51






<input type="checkbox"/> Saved Searches - Microsoft Internet Explorer <input type="checkbox"/> File <input type="checkbox"/> Edit <input type="checkbox"/> View <input type="checkbox"/> Favorite <input type="checkbox"/> Tools <input type="checkbox"/> Help		<input type="checkbox"/> Done	
COSTAR EXCHANGE		<input type="checkbox"/> Internet	
Lookup		Related Tasks	
<input type="checkbox"/> New Search <input type="checkbox"/> Saved Searches <input type="checkbox"/> Add Listing <input type="checkbox"/> Alerts <input type="checkbox"/> Profile <input type="checkbox"/> Buyer Match <input type="checkbox"/> Forms/Contracts <input type="checkbox"/> Demo <input type="checkbox"/> FAQ <input type="checkbox"/> Help	Saved Search Saving your search saves the conditions of the current search making it easy for you to re-run this search again later. 1 Enter a descriptive name for this search. You'll use this name to find it again later. <input type="text"/> Saved Search #1 2 Would you like CoStar Exchange to automatically Alert you when new properties are added that match the conditions in this search? <input checked="" type="radio"/> Yes <input type="radio"/> No <input type="button" value="Save"/>		<input type="checkbox"/> Setup my Alerts <input type="checkbox"/> Work with Other Searches I've Saved

FIG.52

COSTAR EXCHANGE

of
 ▶ Next
 ◀ Back
 Results
 Remove
 Print
 ☆
 New Search

9911 West Pico Blvd
Century Park Center
 Los Angeles, California
 Class A Office Building of 282,000 SF Offered at \$49,500,000

Overview	Financial	Tenants	Market	Comps	Map
	Investment Summary				
Building	Price:	\$49,500,000	Building Size:	282,000SF	
	Price/SF:	\$175.98	Land Area:	16,560SF	
	Cap Rate:	8.52%	Year Built:	1973, Renov 1987	
	Percent Leased:	96.0%	Sales Status:	Under Contract	
	Highlights				
Lobby	The property offers upside potential in the rental income. It has maintained historically high occupancy of 90% or greater. Credit tenants account for 65% of the leased space and included Source Capital and several others. The building was completely renovated in 1987 at a cost of over \$6,000,000.				
	Property Description				
	Building Size:	282,000SF	Building Class:	Class A	
	Number of Floors:	16	Land Area:	16,560SF	
	Typical Floor Size:	13,200SF	Lot Dimensions:	120x180	
	Core Factor:	11.4%	Building FAR:	13.2	
	Elevators:	4	Zoning:	LAC2-IVL&O	
	Percent Leased:	96.0%	Parking Ratio:	3.8:1000SF	
Floor Plan	Available Space:	55,731SF	Open Parking:	350	
	Vacant Space:	23,000SF	Covered Parking:	722	
	Number Tenants:	33	Parking Spaces:	1,072	
	Avg Tenant Size:	8,545SF	Parking Rates:	\$120/Reserved	
	▶ Tenants enjoy ocean views and mountain views from all floors. The property is conveniently located between Century Park East and Roxbury Drive.				
Aerial	Assessment Values				
	Assmt Land:	\$24,150,000	Property Tax Rate:	1.023%	
	Assmt Improvements:	\$10,350,000	Annual Property Tax:	\$560,000	
	Total Assmt:	\$34,500,000	Property Tax/SF:	\$2.01	
	Location				
Map	Metro Market: Los Angeles				
	County: Los Angeles				
	Submarket: West Los Angeles				
	Zip Code: 90035				
Map Book/Page: 41-C-15					
Block/Lot: Not Specified					
Parcel Number: 413-01-297					
▶ Comments about the location will go here					

CONT. ON FIG. 53B

FIG. 53A

CONT.FROM FIG. 53A

Downloads	Building Team
Financial	Property Manager: Arden Realty
Risk & Sensibility	Developer: NoSpecified
Pro Forma Income	Architect: GenslerAssoc
Cash Flow Assumption	CoStar Contact: Andrew Harris
10 Yr Cash Flow Schedule	(301)917-1970 (phone)
Tenant	(800)603-1301 (fax)
Rent Roll	Transaction Guidelines
Other Tenant Info	Sales Status: UnderContract
PIX Tour	Marketing: October7,1999-December14,1999
Pico & Elm	Final Offers: January15,2000
Lobby	Contract Signing: February15,2000
	Closing: April15,2000
	Active on Exchange: October28,1999
	Last Update: November11,1999
	Days on Market: 38
	Presented By
	BeitlerRealtyServices
	825S.Barrington
	LosAngeles,CA90025
	BarryBeitler
	310-820-2955(phone)
	310-820-2956(fax)
	www.beitler.com

FIG.53B

Office Financial - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

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★
New Search

9911 West Pico Blvd.
Century Park Center
Los Angeles, California
A 282,000 SF Office Building Offered at \$49,500,000

Overview Financial Tenants Market Comps Map

Financial Overview

Price: **\$49,500,000** Use: **Income Property**
Price/SF: **\$175.98** Cap Rate: **8.52%**

Financial Worksheet

Change a field in the worksheet and click "calculate" to refresh the section with new numbers.

Down Payment:	\$2,308,150	Price: \$	<input type="text" value="20,000,000"/>
New Loan:	\$20,000,000.00	Cap Rate:	<input type="text" value="5.00"/> %
Net Operating Income:	\$1,000,000	Down Payment:	<input type="text" value="30"/> %
Loan Payment:	\$520,012	Interest Rate:	<input type="text" value="0.00"/> %
Pre-Tax Cash Flow:	\$172,433	Loan Term:	<input type="text" value="30"/>
		<input type="button" value="Calculate"/>	

Income & Expense

Gross Income:	\$6,627,000	Taxes:	\$560,000
Other Income:	\$1,405,000	Insurance:	\$109,784
Vacancy Allowance:	\$(401,600)	Utilities:	\$871,090
Operating Expenses:	\$(3,418,200)	Wages:	\$423,691
Net Operating Income:	\$4,218,200	Maintenance:	\$409,000
Loan Payment:	\$(3,381,948)	Management:	\$275,000
Pre-Tax Cash Flow:	\$836,252	Misc/Reserves:	\$813,635
Current Asking Rent/SF:	\$26.10	Total Est Expenses:	\$(3,412,200)
Est Average Rent/SF:	\$23.50	Est Expenses/SF:	\$12.10

Existing Financing

Lender:	First Union	Existing Loan:	\$925,000
Loan Payment:	\$88,368	Interest Rate:	8.0
Due Date:	November 1, 2027	Loan Term:	30

☐ Done ☐ Internet

FIG.54

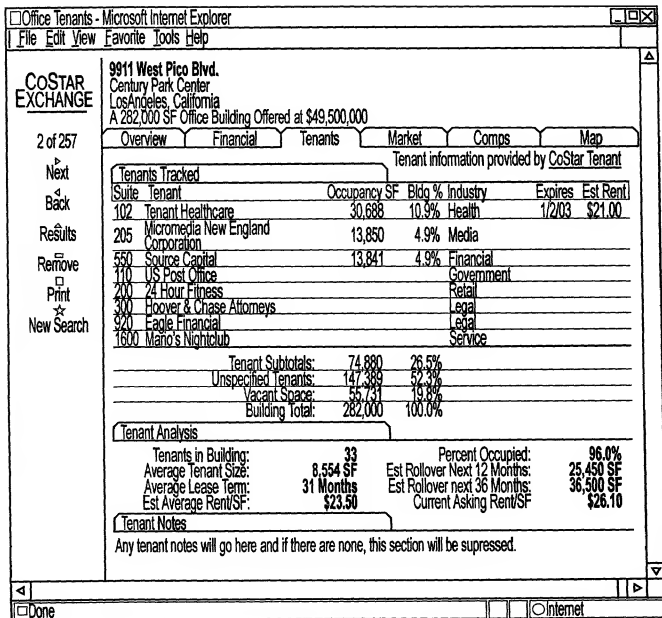


FIG.55

**COSTAR
EXCHANGE**

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New Search

9911 West Pico Blvd.
 Century Park Center
 Los Angeles, California
 A 282,000 SF Office Building Offered at \$49,500,000

Overview

Financial

Tenants

Market

Comps

Map

Market information provided by CoStar Property

Size Vacancy

	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles
Number of Buildings:	1	320	1,268	7,225
Total Rentable Space:	282,000 SF	42,084,970 SF	61,790,134 SF	338,590,353 SF
Average Building Size:	282,000 SF	131,515 SF	48,731 SF	46,864 SF
Average Tenant Size:	8,545 SF	7,500 SF	7,105 SF	6,642 SF
Average Building Age:	26 YRS	21 YRS	19 YRS	17 YRS
Percent Leased:	96.0%	94.6%	91.0%	85.8%
# Available Spaces:	12	854	1426	9,476
Available Space:	23,000 SF	4,372,598 SF	7,836,351 SF	58,802,084 SF
Avg Available Space:	23,000 SF	36,500 SF	21,500 SF	22,000 SF
Vacant Space:	23,000 SF	2,932,402 SF	4,483,173 SF	42,846,930 SF
Avg Vacant Space:	23,000 SF	35,000 SF	24,500 SF	23,000 SF
Vacancy Rate:	8.20%	5.40%	6.20%	11.75%
Vacancy YAG:	4.60%	8.70%	8.50%	13.20%
Vacancy Rate vs YAG:	-3.60	+3.30	+2.30	+1.55

Inventory/Absorption

	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles
Total Existing Space:	282,000 SF	40,290,320 SF	59,711,779 SF	326,853,331 SF
Under Construction:	0	1,135,000 SF	1,193,000 SF	3,783,310 SF
Renovation:	0	391,328 SF	559,972 SF	1,718,345 SF
Proposed:	0	268,322 SF	325,383 SF	6,235,367 SF
Total Rentable Space:	282,000 SF	42,084,970 SF	61,790,134 SF	338,590,353 SF
12 Months Gross Absp:	40,174 SF	3,698,607 SF	15,811,532 SF	24,280,592 SF
12 Months Net Absp:	15,656 SF	848,195 SF	3,604,829 SF	2,302,255 SF

Price/Rate

	Subject Property	Class A Office Properties West LA	Office Properties West LA	Office Properties Los Angeles
Avg Asking Price/SF:	\$175.98	\$181.90	\$128.60	\$101.55
Avg Asking Rents:	\$26.10	\$30.60	\$30.36	\$28.25
Avg Asking Rents YAG:	\$28.10	\$34.85	\$32.57	\$29.85
Rent Change vs YAG:	+\$2.00	+\$3.45	+\$2.51	+1.16

Updated October 28, 1999

Done

Internet

FIG.56

Office Comps - Microsoft Internet Explorer

File Edit View Favorite Tools Help

COSTAR EXCHANGE

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New Search

9911 West Pico Blvd.
Century Park Center
Los Angeles, California
A 282,000 SF Office Building Offered at \$49,500,000

Overview Financial Tenants Market Comps Map


Comparable Sale Properties

Comparable sales information provided by Comps, Inc.

Show Comparable Properties Sorted by:

2306

Address	City	Distance	Building Size	Year Built	Sale Price	Price/SF	Cap Rate	Sale Date
---------	------	----------	---------------	------------	------------	----------	----------	-----------

	9911 West Pico Blvd	0	282,000 SF	1981	\$49,500,000	\$173.77/SF	N/A	
---	---------------------	---	------------	------	--------------	-------------	-----	--

Building Class: Class A Office
Building Size: 245,413 SF
of Floors: 16 Floors
Year Built: 1981
Price: \$49,500,000
Price/SF: \$199.83/SF
Cap Rate: N/A
Subject Property [\[Full Details\]](#)



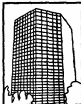
100 Wilshire Blvd • GTE Building • Santa Monica, CA 90401

Building Class: Class A Office
Building Size: 245,414 SF
of Floors: 16 Floors
Year Built: 1968
Sold Price: \$90,000,000
Price/SF: \$177.65/SF
Cap Rate: N/A
Sale Date: June 3, 1996
Buyer: Lehman Brothers Partnership Corporation
0.1 miles from Subject [\[Full Details\]](#)



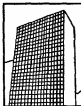
401 Wilshire Blvd • First Federal Square • Santa Monica, CA 90401

Building Class: Class A Office
Building Size: 325,249 SF
of Floors: 16 Floors
Year Built: 1971
Sold Price: \$90,000,000
Price/SF: \$177.65/SF
Cap Rate: N/A
Sale Date: June 5, 1996
Buyer: Douglas Emmett
0.1 miles from Subject [\[Full Details\]](#)



11755 Wilshire Blvd • Wilshire Landmark I • Los Angeles, CA 90401

Building Class: Class A Office
Building Size: 317,249 SF
of Floors: 16 Floors
Year Built: 1986
Sold Price: \$90,000,000
Price/SF: \$173.77/SF
Cap Rate: 8.00%
Sale Date: June 15, 1998
Buyer: CALSTRS
0.4 miles from Subject [\[Full Details\]](#)



1900 Avenue of the Stars • Wilshire Landmark I • Los Angeles, CA 90401

Building Class: Class A Office
Building Size: 596,384 SF
of Floors: 16 Floors
Year Built: 1969/1992
Sold Price: \$90,000,000
Price/SF: \$173.77/SF
Cap Rate: 8.00%
Sale Date: June 28, 1998
Buyer: Divco West Properties
0.5 miles from Subject [\[Full Details\]](#)

2302

2304

Done

Internet

FIG.57

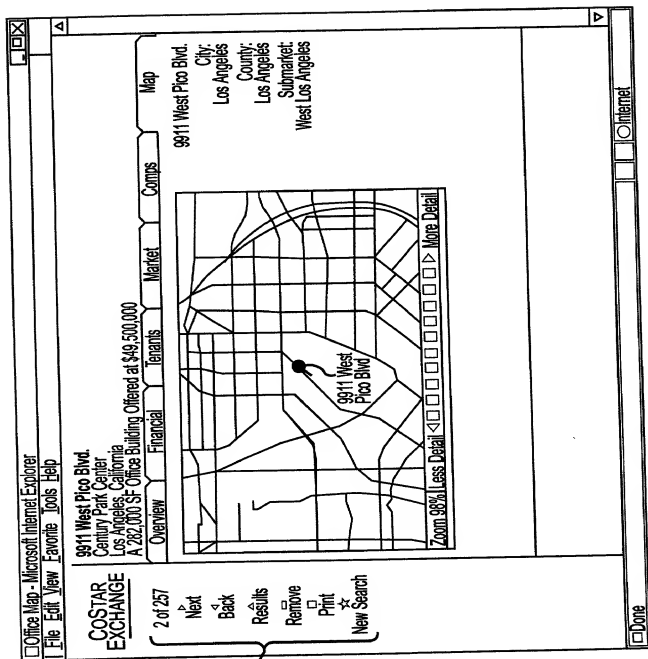


FIG.58



Product & Services Corporate Info Support Contact Us Site Map

Building Questionnaires

Please select the type of property you wish to profile in CoStar Property:

if you prefer to fax your questionnaire, click on the link to download the corresponding form in PDF format.

o For Lease Properties

- o Office
- o Industrial

- o Office
- o Industrial

o For Sale Properties

- o Corning Scan!

Please note: Data that is submitted by this questionnaire will be transmitted to CoStar Group's Research Division for entry into CoStar Property. This does not submit data directly into CoStar Property. For more information, please contact CoStar Group at info@costargroup.com.

Home Products & Services Corporate Info Support Contact Us Site Map

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FIG.59

**COSTAR
GROUP**

Office Building Questionnaire

Product & Services Corporate Info Support
Basic Building Information

Contact Us Site Map
Page 1 of 6

NOTE: Fields in **boldface** are required

Entered By E-mail Address

Do Building Building Address

Building Name Building Park

City State Zip Code

Washington DC 20004

Building Status

☒ Existing
☐ Under Construction
☐ Under Renovation
☐ Proposed

Building Type

☒ Office
☐ Condo/Coop
☐ Professional/Medical

☐ Land
☐ Total Rentable Building Area Stories
 10,000 SF 5

Land Area Year Built

☐ SF ☐ Acres
 Typical Floor Size SF

Owner Occupied
☐ Yes ☐ No

Zoning

Tenancy
☐ Multi ☐ Single

☒ I am the Leasing Contact
 Building Web Site Address

Submarket

County

DC

Parking /1000

Parking Ratio: /1000

Covered: /SF

Monthly Rate: \$

Surface: \$

☐ Yes ☐ No
 Monthly Rate: \$

FIG.60

Loss/Core Factor [] %	Elevator <input type="checkbox"/> Passenger # [] <input type="checkbox"/> Freight # []	Clear	Suite Level Information >>>
Home	Products & Services	Corporate Info	Support
<u>Terms of Use</u>	<u>Privacy Policy</u>	<u>Photo Restrictions</u>	<u>Contact Us</u>
			Site Map

FIG.61

COSTAR
GROUP

Product & Services Corporate Info Support Contact Us Site Map Page 2 of 6

Office Building Questionnaire

Suite Level Information

Floor		Suite		Smallest		Total		Square Feet Available		Space Type:		Space Use:	
BSMT						Is Divisible		Max Contiguous on Floor		<input checked="" type="radio"/> Relief/Direct <input type="radio"/> New <input type="radio"/> Sublet		<input type="radio"/> Office <input type="radio"/> Office/Retail <input type="radio"/> Retail <input type="radio"/> Medical	
Rent/SF		Annually		Monthly		Occupancy		120 Days		Lease Term or Sublet Through Date			
\$		To \$											
Suite Notes:													

Cancel	<< Basic Building Info	Clear	Save Suite Info	Listing Contacts >>
Home	Products & Services	Corporate Info	Support	Contact Us
Terms of Use			Privacy Policy	Photo Restrictions
			Contact Us	Contact Us

FIG.62

**CoSTAR
GROUP**

Office Building Questionnaire

Product & Services Corporate Info Support Contact Us Site Map
Suite Level Information Page 2 of 6

Floor	Suite	Square Feet Available		Space Type:	Space Use:
LBBY	Smallest	Total	Max Contiguous	<input checked="" type="radio"/> Relt/Direct	<input checked="" type="radio"/> Office
	5,000	(Not Divisible)	on Floor	<input type="radio"/> New	<input type="radio"/> Office/Retail
Rent/SF	Occupancy			<input type="radio"/> Sublet	<input type="radio"/> Retail
To	120 Days				<input type="radio"/> Medical
Suite Notes:					Lease Term or Sublet through Date
		Square Feet Available		Space Type:	Space Use:
		Total	Max Contiguous	<input checked="" type="radio"/> Relt/Direct	<input checked="" type="radio"/> Office
		(Is Divisible)	on Floor	<input type="radio"/> New	<input type="radio"/> Office/Retail
Floor	Suite			<input type="radio"/> Sublet	<input type="radio"/> Retail
BSMT					<input type="radio"/> Medical
Rent/SF	Annually	Occupancy			Lease Term or Sublet through Date
\$	To \$				
Suite Notes:					

Space Summary:

Total SF Available: 5,000
Total Contiguous in Building: 5,000
Min. Contiguous Available: 5,000
Max. Contiguous Available: 2,500

Cancel << Basic Building Info Clear Save Suite Info Listing Contacts >>

FIG.63

CoSTAR		Product & Services		Corporate Info		Support	Contact Us	Site Map
GROUP		Office Building Questionnaire		Listing Contacts				
Listing Company						Phone Number (w/Area Code)		Page 3 of 6
Address						Ext		
City, State, ZIP						Fax Number		
Agent One						Web Address		
Jo do						Agent Three		
Title						Title		
Phone Number (w/ Area Code)						Phone Number (w/ Area Code)		
Ext						Ext		
E-Mail Address						E-Mail Address		
ico@do.com						Clear		Building Team>>
Cancel		<< Suite Level Info						
Home		Products & Services		Corporate Info		Support		Contact Us
Terms of Use				Privacy Policy		Photo Restrictions		Contact Us

FIG.64

CoSTAR
GROUP

Product & Services Corporate Info
Office Building Questionnaire Building Team

Owner

Address

City, State, ZIP

Phone No.

Architect

Phone No.

Developer

Phone No.

Web Address

Web Address

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Products & Services

Corporate Info

Support

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Page 4 of 6

Management Company

Address

City, State, ZIP

Phone No.

Property Manager

Phone No.

Asset Manager

Phone No.

Ext

Clear

Features/Mkt Notes>>

On-Site Management

☐ Yes ☐ No

REIT Owned

☐ Yes ☐ No**FIG.65**

<div>CoSTAR</div> <div>GROUP</div>		Product & Services	Corporate Info	Support	Contact Us	Site Map
Office Building Questionnaire		Marketing Notes/Amenities				
Marketing Notes		<div> <div>▲</div> <div></div> <div>▼</div> </div>		<div> <div>▲</div> <div> Amenities Athrum Auditorium Balconies Banking Commuter Rail Comperge Conference Facility Convenience Store </div> <div>▼</div> </div>		
<div>Cancel</div> <div><<Building Team</div>		<div>Click once to select, again to deselect</div>		<div>Clear</div> <div>Major Tenants>></div>		
Home	Products & Services	Corporate Info	Support	Contact Us	Site Map	
Terms of Use		Privacy Policy	Photo Restrictions	Contact Us		

FIG.66

<div>CoSTAR</div> <div>GROUP</div>		Product & Services	Corporate Info	Support	Contact Us	Site Map
Office Building Questionnaire		Major Tenants				
# Major Tenant Name	Square Feet	Add				
1.						
Cancel	<<Amenities/Mkt Notes	<div>Clear</div> <div>Submit Questionnaire</div>				
Home	Products & Services	Corporate Info	Support	Contact Us	Site Map	
Terms of Use	Privacy Policy	Photo Restrictions	Contact Us			

FIG.67



Product & Services Corporate Info

Support

Contact Us

Site Map

Thank You!

Thank you for submitting your office questionnaire!
 A CoStar Group research analyst will be contacting you shortly.
 Please keep this tracking number for your records: 602
 Click here to return to the [CoStar home page](#)

Home

Products & Services

Corporate Info

Support

Contact Us

Site Map

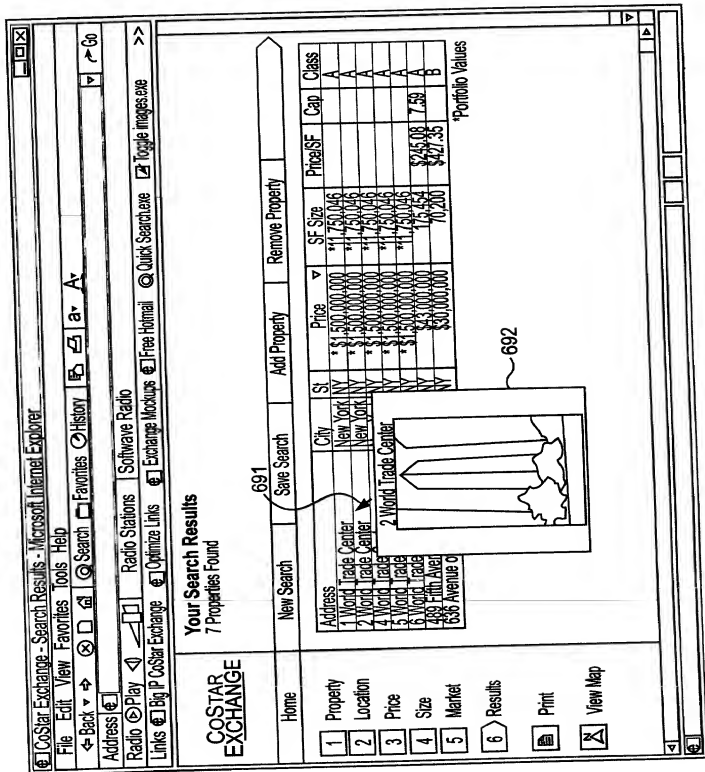
Terms of Use

[Privacy Policy](#)

[Photo Restrictions](#)

[Contact Us](#)

FIG.68



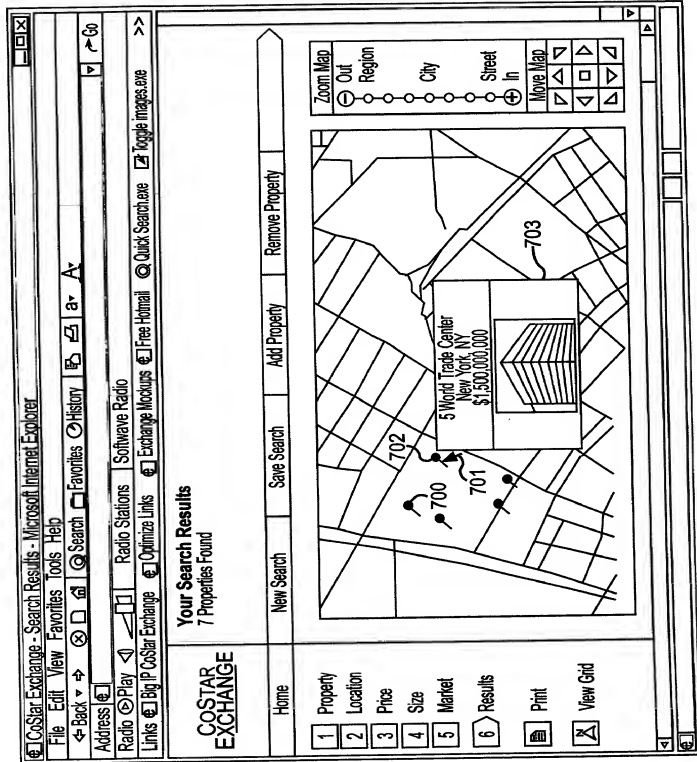


FIG.70

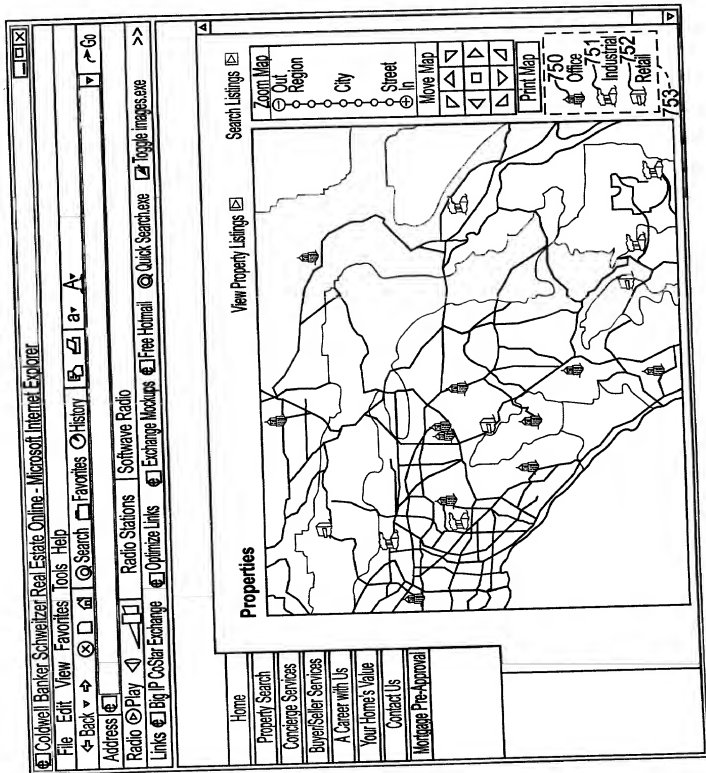


FIG.71

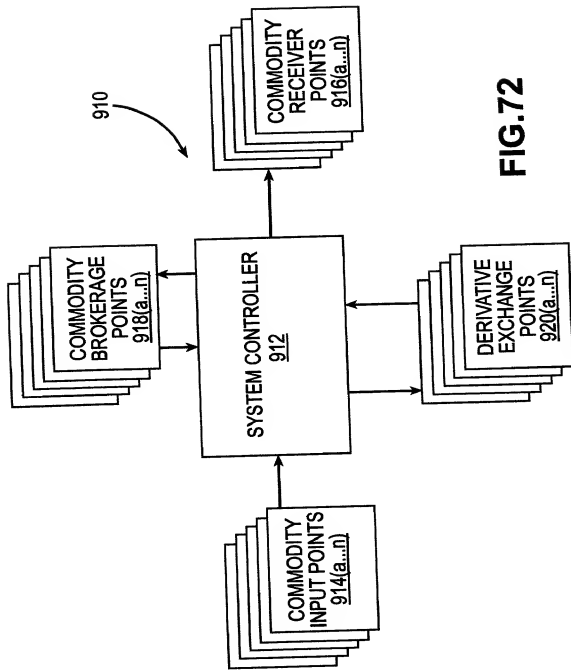


FIG.72

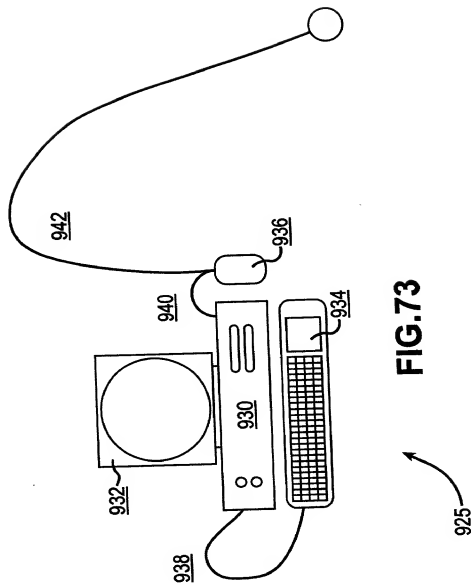


FIG. 73

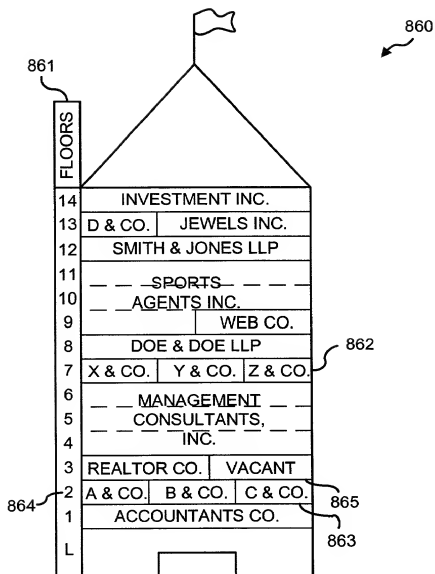


FIG. 74

The graph illustrates the relationship between Timeliness and Reliability over the sales cycle. The Y-axis is labeled 'TIMELINESS AND RELIABILITY' and the X-axis is labeled 'SALES CYCLE'. Two lines intersect: '801 TIMELINESS' (downward sloping) and '800 RELIABILITY' (upward sloping). The sales cycle is divided into three stages by vertical dashed lines: 'FOR-SALE', 'UNVERIFIED', and 'VERIFIED'.

FIG. 75

Featured Properties

1376 Blue Oaks Blvd
 Bldg 6 • Roseville, CA 95747
 11,520 Square Feet (Divisible). Parking 4/1,000. Fiber Optics Available.

[More information on this property](#)

1544 Eureka Rd
 Phase IV • Roseville, CA 95661

Two story, Class A, 52,500 square foot office building plus eight single story office buildings for a total of 142,000 square feet. Immediate access to Interstate 80. Excellent parking and access. Close to major restaurants. High visibility signage. Prestigious Olympus Pointe location. Suites from 1,800 to 52,500 sq. ft. available.

[More information on this property](#)

Properties For Lease

Sort by: address, city, state, type, class, year, size, floor size, space, building
☒ 4 previous ☒ next

Address	City	State	Type	Class	Year	Size	Floor Size	Space	Building
1376 Blue Oaks Blvd	Roseville	CA	Office	Class A	2000	11,520 SF	11,520 SF	11,520 SF	11,520 SF
1544 Eureka Rd	Roseville	CA	Office	Class A	2000	52,500 SF	52,500 SF	52,500 SF	52,500 SF

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Figure 76